

Doral Light Box 100 / FF Box 100

Target Area:

Brand to be introduced in all Region outlets.

Introductory Timetable:

Gratis cases shipped	January 27
Sell Direct Accounts/Retail Accounts	February 1
Product Available to Direct Accounts	February 10
Display and POS Availability	ASAP
DTS	March 1
B1G1F Product Available to Direct Accounts	March 10
B1G1F Promotion at Retail	April 1

Gratis Case Needs:

1 6m each style shipped to Buffalo Region KAM's R. Duszynski and D. Keeney.

Direct Account Brand Authorization:

- See attached excel file for direct accounts needing product.

POS / Display Needs

- Previously submitted to Sharon Peterson

1/27/97

2/10/97 - B1G1F order date

3/31/97 - delivery date

51845 7324

INTRODUCTION: DORAL LT BOX 100 / DORAL FF BOX 100

472920	ALBERT H NOTINI SONS	1126
022620	ASSOCIATED GROC	1122
423295	AUBURN MERCH. DIST	1128
361010	BJ'S WHOLE. CLUB #89	1128
069780	BOZZUTOS	1131
354892	COSTCO WHOLESALE	1131
139410	CUMBERLAND FM WHS 1	1126
166680	E&J DISTRIBUTORS INC	1131
213900	GARBER BROTHERS INC	1130
500633	GENERAL EQUITIES	1131
409680	GEO. MELHADO AND CO	1128
264600	HANNAFORD BROS. WHSE	1122
495892	J. POLEP DIST. SERVICE	1131
193930	JAMES FERRERA & SONS	1130
675356	JOS H STOMEL & SON	1128
671335	MARK STEVENS DBA CVS	1128
408900	MEADOWLANE, INC.	1130
462430	NEW ENGLAND TOBACCO	1126
503160	PINE STATE TOB & CDY.	1122
657093	PJC DISTRIBUTION INC	1128
319711	REID'S CONFECTIONERY	1122
609540	SPRINGFIELD SUGAR	1131
613760	STAR WAREHOUSE	1126
394402	SUPER VALU	1122
136760	SUPERVALU	1126
109310	188 HALSEY MYRTLE CO	1221
181760	EMPIRE CANDY & TOB.	1221
550558	HAROLD LEVINSON	1223
675352	JOSEPH H STOMEL & SO	1223
488910	PATERSON TOBACCO	1226
363720	PINE LESSER & SONS	1221
612990	STAN LOU	1222
769601	WESTCHESTER CANDY CO	1222
668723	CONSOLIDATED PROD SY	1334
161600	DORWARD WHOLESALE IN	1340
729770	F. A. DAVIS & SONS	1322
198280	FLEMING FOODS OF PA.	1340
619440	JOSEPH H STOMEL SONS	1340
189841	MARK STEVEN, INC.	1334
431820	MOLLER VENDING CORP.	1332
153480	PETER P. DENNIS INC.	1330
652359	PLAINBRIDGE, INC.	1330
628680	T & B WHOLESALE	1332
628900	T&C DSTRBTRS. *AWAWA	1340
641890	THRIFT DRUG CO.	1332
654180	TWIN COUNTY GROC	1330
425769	WAKEFERN FOOD CORP.	1330
685560	WELLS TOBACCO, CANDY	1330

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002850	ACME MARKETS INC.	1738
024660	ASSOCIATED WHOL INC	1738
370920	B. LIPSITZ COMPANY	1732
057840	BLAIR CANDY COMPANY	1738
130560	COOPER BOOTH WHSL	1738
276331	FLEMING CO./ALTOONA	1738
311040	JEFFERSON WHOLESALE	1740
337600	KLAFTERS INC	1730
698160	L. F. WIDMANN, INC.	1738
556057	LIBERTY USA INC.	1732
707402	MCANENY BROTHERS INC	1738
544290	MILLER & HARTMAN, INC	1738
425810	MILLER DISTRIB. INC	1738
062131	MILLER DISTRIB. INC.	1738
426610	MILLER WHOLESALE	1738
473880	OBADÉ CANDY	1730
494000	PENMARVA GROCERS ASN	1732
518074	PENN TRAFFIC COMPANY	1742
510480	POLLOCK CANDY	1730
538320	REVCO DIST. CTR #4	1738
594480	SCRIVNER	1738
714954	SUPER RITE FOODS	1738
693010	SUPER VALU INC.	1738
525761	SUPERVALU N. STANTON	1732
641880	THRIFT DRUG	1732
151300	W. A. DEHART	1738
684600	WEIS MARKETS, INC.	1738
701820	WILLIAMSPORT CANDYCO	1738
718250	WRAC, INC.	1738
671910	J. F. WALKER COMPANY	1824
564919	MCLANE MID ATLANTIC	2927
522710	RITE AID CORP. OF WV	2936
254122	EBY BROWN L.P. (MI)	6732
044880	A. D. BEDELL CO.	16XX
023880	ASSOCIATED GROCERS	16XX
026300	AUER & COMPANY	16XX
655364	BRU CEL DISTRIBUTING	16XX
081120	BUFFALO TOBACCO PROD	16XX
085940	BUTTON BROS., INC.	16XX
086870	C&S GROCERS	16XX
091800	CAPITAL CANDY CO INC	16XX
910170	COAST GUARD EXCHANGE	16XX
976070	COMMISARY WAREHOUSE	16XX
129850	COOK WHOL. OF MEDINA	16XX
464393	COSTCO #307	16XX

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154180	DERIGO SALES, INC	16XX
160600	DONAHUE TOBACCO CO	16XX
315288	DOWLINGS INC.	16XX
336660	E.P. KIRST & SONS	16XX
180000	ELMIRA DISTRIBUTING	16XX
186350	F&T DISTRIBUTING	16XX
492773	FAY'S DRUG CO., INC.	16XX
194040	FINKLE DIST INC	16XX
452091	FLEMING OF NY INC	16XX
124920	FRANK COLUCCI INC	16XX
347160	GORDON T KUNTZ & SON	16XX
236370	GRAYS WHOLESALE	16XX
509977	H.FOURTUNIS DBA A W	16XX
203290	HARRY FOURTUNIS INC	16XX
278580	HERKIMER WHOLE CO	16XX
281200	HIBBERT & MCGEE INC	16XX
552120	I. ROTHSCHILD INC.	16XX
088080	J. A. CALDERON CO.	16XX
211050	J.GALANES & SONS INC	16XX
331440	JACOB KERN & SONS IN	16XX
533288	JONES MCINTOSH INC	16XX
332880	KEY STORES	16XX
332400	KEYCO DIST. INC.	16XX
332520	KEYSTONE TOBACCO CO	16XX
335710	KINGSTON CANDY & TOB	16XX
336100	KINNEY DRUGS, INC.	16XX
356150	LAVIN CANDY COMPANY	16XX
026040	M ATTEA & SONS INC	16XX
179680	MAINPX WHSE 304 4301	16XX
396640	MANCHESTER TOBACCO	16XX
375878	MC LANE NORTHEAST	16XX
094931	MID VALLEY CANDY	16XX
431520	MOHAWK CANDY & TOB	16XX
442680	MOUNTAIN CANDY & CIG	16XX
447000	MUTUAL WHOLSALE SERV	16XX
462720	N H TOBACCO CORP	16XX
162800	N.DRESSLER T/A KLEIN	16XX
251520	N.G.GURNSEY CO.INC.	16XX
398659	NIAGARA AFS EXCHANGE	16XX
468800	NO COUNTRY CANDY&TOB	16XX
468600	NORMANS WHSE GROC CO	16XX
469340	NORTHEASTERN VENDING	16XX
476520	OLEAN WHOLESALE GROC	16XX
688125	ONEIDA WHOLESALE	16XX
482000	P & C WHOLESALE	16XX
630570	P TARBELL WHOLESALE	16XX
177968	PETER DAY WHLSE INC	16XX
317880	R L JONES & SONS	16XX
543630	RITE AID WAREHOUSE	16XX
204600	SAM FRANK INC	16XX

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570300	SCHEIDELMAN, INC	16XX
586440	SHOSHO BROTHERS, INC	16XX
679995	SONBYRNE SALES, INC.	16XX
611800	STANDARD ROSENBAUM	16XX
512259	STEWART PX BLDG 1500	16XX
441643	STEWART'S MARKETING	16XX
692980	SUPER VALU	16XX
648240	TBI CORPORATION	16XX
230800	THE GOLUB CORP	16XX
967196	THE GRAND UNION CO.	16XX
842166	TOPS MARKETS, INC.	16XX
647510	TRADING PORT INC.	16XX
649920	TRIPIFOODS INC.	16XX
077400	W E BROWN & CO., INC	16XX
683400	WEGMANS MARKETS, INC	16XX
619822	WUSTEFELD CANDY CO.	16XX
721530	ZAPPIA WHOLESALE	16XX